

**Board of Veterans Services**  
**Meeting Minutes**  
**November 16, 2017**  
**DRAFT**

A meeting of the Board of Veterans Services (BVS) was held on Thursday, November 16, 2017 at the Petersburg Freedom Support Center, 32 W. Washington St., Petersburg VA.  
Remote location: Boar's Head Inn, Charlottesville, VA (Senator Jennifer Wexton)

**Members Present**

- Victor Angry
- Carl Bedell
- Paige Cherry
- Chris Chon
- Michael Dick
- Joana Garcia
- William Haneke
- Susan Hippen
- James Icenhour
- Nick Kesler
- Lyla Kohistany
- Kathleen Murphy
- Bryce Reeves
- Frank Reyes
- Christopher Stolle
- Julie Waters
- Jennifer Wexton, by remote location
- Rich Schollmann, Chairman, Veterans Services Foundation
- Marie Juliano, Chair, Joint Leadership Council of Veterans Service Organizations
- John L. Newby, II, Commissioner, Department of Veterans Services

**Members Absent**

- Rich Anderson
- Belinda Pinckney

**Commonwealth of Virginia Officials Present**

- Steven Combs, Department of Veterans Services (DVS)
- Carrie Ann Alford, DVS
- Annie Walker, DVS

**Others Present**

Rick Oertel, Office of Delegate Cox  
Jonelle Mason

**Materials Distributed as part of the Agenda Packet**

- Agenda

- Bios for new BVS members (Agenda Item III)
- Minutes from the June 22<sup>nd</sup> meeting (Agenda Item IV)
- Reports (Agenda Item V)
  - Joint Leadership Council of Veterans Service Organizations
  - Veterans Services Foundation
- Updated DVS Location Map (Agenda Item VIa)
- Policy Initiative Papers based on BVS Recommendations (Agenda Item VIb)
- Nominations and bylaws rules for election of a new vice chair – (Agenda Item VIIa)
- Proposed 2018 Meeting Schedule (Agenda Item VIIb)
- Final Report from the Veterans Entrepreneurship work group (Agenda Item VIIc)
- 2018 Points of Contact matrix (Agenda Item VIId)

### **Call to Order, Quorum Determination, Introduction of New Members**

Chairman Jim Icenhour opened the meeting at 10:02 a.m. with the Pledge of Allegiance. He welcomed the BVS members and asked Ms. Carrie Ann Alford to call the roll. The roll was called and a quorum was determined with 19 of 22 members present. One member arrived shortly after the roll was called, for a total of 20 members present.

Chairman Icenhour asked Ms. Alford to introduce the guests. Their names are recorded above. He thanked them all for attending.

He then introduced the five new members of the board and thanked them for their willingness to serve on the board. He pointed out that with the appointment of the new members, which includes four post-9/11 veterans, the composition of the board now better reflects the veteran population in Virginia. The new member bios are included as *Attachment 2*.

### **Approval of Agenda**

Mr. Bill Haneke made a **motion, seconded** by Delegate Kathleen Murphy, to approve the agenda as presented. The motion carried **unanimously**. Approved agenda is included as *Attachment 1*.

### **Approval of June 22, 2017 Meeting Minutes**

Mr. Nick Kesler made a **motion, seconded** by Mr. Michael Dick, to approve the June 22, 2017 meeting minutes as presented. The motion carried **unanimously**.

### **Reports**

Joint Leadership Council of Veterans Service Organizations (JLC) Chair Marie Juliano gave the report in her first meeting as chair. She reported on the JLC and their meeting since the BVS last met. A copy of the draft JLC's 2018 policy initiatives matrix was included with the report. (*Attachment 3*) Ms. Alford reminded the BVS members that two of the JLC's potential policy initiatives were still in the working phase and were not yet ready for distribution and some of the initiatives already have patrons attached to them, so legislators should let Ms. Alford know if they wish to carry a bill based on one or more of the initiatives.

Veterans Services Foundation (VSF) Chair Rich Schollmann gave a short report on the VSF and mentioned that Secretary Hopkins attended their meeting last week, as he is now a member of the board due to the code changes that took effect on July 1. (*Attachment 4*)

## **Presentations**

### **DVS Update**

#### ***Update on construction projects & office openings***

Deputy Commissioner Steven Combs gave a brief update on DVS on behalf of Commissioner John Newby, who was running late due to another meeting. He thanked the members for attending recent events and being involved with everything going on at DVS.

He stated that the two ground breaking ceremonies for the two new veterans care centers (VCCs) went well. The Puller VCC ceremony was on October 26 and the Jones & Cabacoy VCC ceremony was on November 1. Both were well attended. The construction time line is a two-year project with DVS anticipating both will open in January 2020. He stated that DVS is working with the Governor's office, legislators, and DPB on the timeline and budget process to ensure staff is hired and in place when the care centers open.

He gave an update on the Virginia War Memorial groundbreaking in June and progress is now moving forward with that construction project – there is now a huge hole in the ground behind the memorial. It will be a 28,000 sq. ft. project to expand the Shrine of Memory and add education space, an auditorium, and underground parking.

He mentioned that the current \$2M construction project at the Albert G. Horton, Jr. Memorial Veterans Cemetery in Suffolk is nearing completion. He said that the U.S. Department of Veterans Affairs (VA) has qualified DVS for a \$10M grant to add additional pre-placed in-ground outer burial containers and make other improvements.

He mentioned the new Benefits offices opened this summer and fall – Manassas in July, Loudoun in August, and Williamsburg in September. The office at the Pentagon is still moving forward slowly and Benefits Director Tom Herthel, Commissioner Newby, and Secretary Hopkins are working with Pentagon officials on that, but there is nothing new to report. He also stated that DVS is moving forward with previously mentioned opportunities to open offices near Fort Belvoir and NAS Oceana to have a benefits office right outside the gate at both installations to further assist veterans, transitioning service members and their families, and with Oceana, to relieve some of the pressure on the current Virginia Beach office.

#### ***Update on proposed 2018 DVS legislation and budget***

Ms. Alford updated the board on the DVS agency package submitted to Secretary Hopkins and Governor McAuliffe for consideration. She stated that most of the package was budgetary items, mainly for the construction projects mentioned and also for the VETE service line. Thanks to the strong support of BVS, DVS has been able to grow the budgets for Benefits and VVFS and the focus for 2018 will be on VETE.

She directed their attention to the agenda packet with two policy initiatives based on the two work group findings for a women veterans program manager and a director of veteran entrepreneurship. She mentioned both of these items are budgetary and do not require accompanying legislation. She then yielded the floor back to the Deputy Commissioner to discuss the two charts in the packet which show the growth of DVS and its' budget since becoming one agency in 2003 and graphed out to FY2028. (*Attachment 5*)

Delegate Chris Stolle asked about the fee and funding structure for the new veterans care centers and if the timeline proposed by the Deputy Commissioner was realistic.

Mr. Combs stated that yes, the time line is realistic because there will be a small number of veterans admitted for about 3 months and they will be self-pay and then they will expand out from there with veterans who pay through VA, Medicare and Medicaid reimbursements, and private pay, all of which are about 2-3 months to reimburse.

Commissioner Newby stated that DVS staff currently at Sitter & Barfoot are very involved in this planning process and DVS is using the experience gained from the opening of Sitter & Barfoot. The Commissioner added that DVS is still in conversations with the Governor's policy staff on these budgetary figures and using our previous experience with SBVCC as a guide for the care centers.

Mr. Angry asked about the bond funding and where that is represented in the charts.

Mr. Combs answered that the Commonwealth approved about \$50 million per VCC in bond funding and that while it will go to the construction projects which will be overseen by DVS, bond funding is a separate line item in the budget for debt service on bonds and not represented in the charts. The spike in funding on the chart is for staffing, supplies, and other expenses necessary to get the VCCs open and operating on time.

Ms. Alford finished her presentation by reminding the board members that not only will there be 15, possibly 16 new Delegates as a result of the elections, the legislature has moved into a smaller building – the Pocahontas Building and that after conferring with the Senate Clerk's office, there will be no large group lobby days or events this coming session. Offices will be small and Legislative Assistants (Las) will not necessarily have offices near their bosses. Board members are still encouraged to meet with legislators and Ms. Alford is happy to assist with making appointments. She will also request board members call or visit the new legislators, who live in their area, to explain BVS and the DVS service lines and offer their assistance to the new legislators. DVS will be sending out letters to all new legislators before session starts. The General Assembly Military & Veterans Caucus is still planning on meeting weekly throughout the session and board members are encouraged to come to Richmond to attend caucus meetings and come to committee hearings in support of veterans bills.

### ***VETE Presentation***

Mrs. Annie Walker, VETE Director, gave an update to the board and thanked the BVS members for all their support over the past year. Due to the many new members of the board, Director Walker gave a general overview of each of the six components which make up the Veterans Education, Transition and Employment (VETE) service line: Virginia Values Veterans Program (V3); Virginia Transition Assistance Program (VTAP); State Approving Agency for Veterans Education & Training (SAA); Virginia Military Survivors and Dependents Education Program (VMSDEP); Military Medics and Corpsmen Program (MMAC); and Virginia Career Skills Program (VCSP) (*formerly SkillBridge*).

She also discussed the Annual Women Veterans Summit and plans for next year's summit in Northern Virginia with a focus on leadership and women veterans in government.

Delegate Kathleen Murphy asked how a women veterans coordinator would fit into VETE and DVS and if VETE programs now have a women-specific focus. Director Walker and Commissioner Newby both answered that all DVS programs are gender neutral and any veteran should feel comfortable with the services provided. Director Walker said, that said, there are some areas where women veterans have specific issues or needs that need to be addressed, as highlighted by the BVS Working Group on Women Veterans.

Delegate Murphy also mentioned her bill from 2017 cracking down on for-profit schools and asked about how we can promote VCCS and GI Bill benefits being used at Virginia schools. Commissioner Newby stated that while we work closely with VCCS and all Virginia schools, DVS staff cannot influence or promote any one institution above another to veteran students. Promotion of what VCCS schools have to offer veterans needs to come from them and that is a budgetary consideration and conversation for the legislators to have with VCCS and the Governor's staff.

There was also discussion among the board members on how to change the GI Bill to apply to online programs. Mr. Chris Chon stated that he still has some GI Bill money left and is starting a second master's degree and it has been difficult to navigate the system and Ms. Joana Garcia said when she tried to use her benefits online it was very difficult. Director Walker and Mr. Nick Kesler both stated that since the GI Bill is a federal program any changes must go through Congress and be handled by the congressional delegation. Mr. Kesler suggested working with Student Veterans of America on this issue as they have been very involved with the GI Bill.

The presentation was disseminated to the board members after the meeting.

## **New Business**

### **Election of a New Vice Chair**

Chairman Icenhour stated that because former Vice Chair Johnny Johnson term on the board had ended, a new vice chair needed to be elected. Nominees had been announced to the board via email ahead of the meeting and everyone had a copy of the section of the BVS By-Laws explaining the duties of the Officers and rules for elections as well as both candidates who had been nominated: Mr. Michael Dick and Mr. Nick Kesler (*Attachment 6*). Both candidates gave a short statement as to why they wish to be vice chair. Both stepped out of the room and the chair called for a show of hands for each candidate. Senator Wexton, attending the meeting via phone from a remote location, abstained from voting.

Mr. Michael Dick received 10 votes and Mr. Nick Kesler received 9.

Delegate Stolle called the two candidates back in and the board congratulated Mr. Dick on his becoming the new vice chair.

### **Approve 2018 BVS Meeting Schedule**

Chairman Icenhour stated that the proposed meeting dates for 2018 are:

April 26

September 6

November 15

He requested input for locations. Mr. Dick asked about holding a meeting at a university with a connection to veterans or DVS. Ms. Alford stated that she and Chairman Icenhour had discussed a meeting at William & Mary and one at the National Museum of the Marine Corps since the board is fairly evenly split between Northern Virginia and Hampton Roads residents and asked the board members for their opinion in the extra drive for one meeting. She then stated that anyone could suggest locations for the meetings to her by December 15<sup>th</sup>.

### **Final Report from the Veteran Entrepreneurship Work Group**

Veteran Entrepreneurship Work Group Chairman Nick Kesler presented the final report with recommendations to the full board. He thanked his team members: Chris Chon, Joana Garcia and Belinda Pinckney for their hard work. The report is included as *Attachment 7*.

Chairman Icenhour asked if there was a motion to accept the report. Delegate Kathleen Murphy made a **motion, seconded** by Mr. Michael Dick, to accept the final report. The motion carried **unanimously**.

Chairman Icenhour asked if there was a motion to recommend the report to the Commissioner. Delegate Kathleen Murphy made a **motion, seconded** by Mr. Bill Haneke, to recommend the report to the Commissioner. The motion carried **unanimously**.

### **Review of Points of Contact roles/list**

Ms. Alford thanked everyone for reaching out to their service line director and making the process of moving from a committee system to a point of contact system a smooth one. She reviewed the Points of Contact matrix in the agenda packet and reminded everyone that they had been assigned based on their backgrounds and skills and to only request a change if they feel their assignment is a completely wrong match.

Deputy Commissioner Combs asked everyone to update their matrix by crossing out Delegate Rich Anderson as the POC for the Virginia War Memorial and inserting Ms. Julie Waters, and crossing out Ms. Waters as one of the POCs for the veterans care centers.

Chairman Icenhour also asked Ms. Waters to take on a new role a BVS POC for initiatives related to veterans and the arts, which, in DVS, primarily involves the Virginia Veteran and Family Support (VVFS) program and the Virginia War Memorial. Ms. Waters agreed to take on the new responsibility.

Ms. Alford sent an updated matrix out after the meeting. It is included as *Attachment 8*.

### **Legislators' pre-session reports**

Senator Reeves said he would work with the JLC to find patrons for their priorities.

Delegate Murphy said she was still seeking input on potential legislation and requested anyone with ideas to contact her. She too would look at the JLC initiatives.

Delegate Stolle said he was still seeking potential legislation and mentioned that he had just come from the House Appropriations retreat where they were briefed on the state of the budget and revenues. The budgetary outlook for new programs and services and legislation with large price tags

is still going to be an uphill climb in the next budgetary cycle.

**“Good of the Order” Reports**

**Public Comment**

There were no individuals seeking to make public comment.

**Adjournment**

There being no further business before the Board, the meeting adjourned at 12:12 p.m.

## ATTACHMENT 1

### **BOARD OF VETERANS SERVICES**

**Petersburg Freedom Support Center  
32 W. Washington St., Petersburg, VA  
November 16, 2017  
10:00 a.m. – 12:00 p.m.**

### **AGENDA**

- I. Opening and Pledge of Allegiance – *Jim Icenhour, BVS Chairman* (10:00 – 10:02)
- II. Roll Call and Quorum Determination – *Jim Icenhour, BVS Chairman*, (10:02 – 10:05)
- III. Introduction of DVS staff, guests, and new BVS Members – *Jim Icenhour, BVS Chairman* (10:05 – 10:20)
- IV. Approval of Agenda; June 22, 2017 Meeting Minutes – *Jim Icenhour, BVS Chairman* (10:20 – 10:25)
- V. Reports (10:25 – 10:35)
  - a. Joint Leadership Council – *Marie Juliano, JLC Chairman*
  - b. Veterans Services Foundation – *Rich Schollmann, VSF Chairman*
- VI. DVS (10:35-11:25)
  - a. Update on construction projects & office openings – *John Newby, Commissioner*
  - b. Proposed 2018 DVS legislation and budget – *Carrie Ann Alford, DVS Policy Director*
  - c. Veterans Education, Transition & Employment (VETE) Presentation – *Annie Walker, VETE Director*
- VII. New Business: (11:25-11:50)
  - a. Election of new Vice Chair, *Jim Icenhour*
  - b. Approve 2018 BVS meeting schedule, *Jim Icenhour*
  - c. Final Report from Veteran Entrepreneurship Work Group, *Nick Kesler, Chair*
  - d. Review Points of Contact roles/list, *Carrie Ann Alford, DVS Policy Director*
  - e. Legislators' pre-session reports, *Senators Reeves & Wexton; Delegates Murphy & Stolle*
  - f. "Good of the Order" Reports, *All Members*
- VIII. Public comment (11:50 – 11:55)
- IX. Wrap Up & Adjourn – *Jim Icenhour, Chairman* (11:55-12:00)



## **ATTACHMENT 2**

### **NEW BOARD MEMBERS**

**Nov. 16, 2017**

**Victor Angry** is from Altamonte Springs, FL, a small town just outside of Orlando. He left to join the United States Army. After 23 years, 3 months and 28 days of a great career Victor and his wife Michelle, son Dominique (26) and daughter Alexxyus (16) made the decision to retire in Woodbridge. They love their church and Victor is a Volunteer Firefighter. He also started Echo Nine Solutions, partnering with a fellow retired Sergeant Major battle buddy to focus on organizational development and individual leadership development where we turn high potential into high performance.

**Carl Bedell** is a former Army Captain, who served five years from 2000 to 2005. He currently resides in Arlington where he has a solo law practice and a small government consulting company. His involvement with military and veterans issues crosses his professional life. He represents Veterans before the VA and philanthropically where he has been a successful fundraiser and community organizer for veterans and military causes. He currently co-chairs the USO of Metro Washington-Baltimore's Young Professional Steering Committee.

**M. Lyla Kohistany** was born in Kabul, Afghanistan and currently lives in Alexandria. She served on active duty in the U.S. Navy from 2001-2007 as a Surface Warfare and Intelligence Officer. She is the President of PROMOTE, a nonprofit providing leadership development and mentorship for women in Special Operations, and the Director of Government Programs at the Cultural Intelligence Center, a global consulting firm focused on unconscious bias diversity, and inclusion strategies.

**Efrain "Frank" Reyes** is originally from Palm Beach, FL and now lives in Fredericksburg. He served in the Navy as an Electronics Technician/Nuclear Reactor Operator (aka ET-Nuke) for about four years, and currently works at Dun and Bradstreet, Inc. as Senior Program Manager in their Government Practice office focusing on National Security applications of the Company's business data and analytics.

**Julie Waters** lives in McLean. She spent 12 years on active duty with the Army. She first served as a Military Police officer, then, after attending law school at The Ohio State University, became a JAG officer. She is currently in the Army Reserve, performing duty supporting active and Reserve Military Judges throughout the Army.

**ATTACHMENT 3**

**JOINT LEADERSHIP COUNCIL  
REPORT TO THE BOARD OF VETERANS SERVICES  
November 16, 2017**

The Joint Leadership Council of Veterans Service Organizations (JLC) met on September 6, 2017.

At that meeting Marie Juliano, Women Marines Association, was elected Chairman and Frank Wickersham, MOAA, was elected Vice Chairman.

Over the month, the JLC Legislative Chair will be working with two policy sponsors to finish refining their Legislative Initiatives for the 2018 General Assembly session. They will be voted on at the next meeting. Six initiatives were already voted on and approved for 2018. The Summary Matrix is enclosed with this report for your review.

Immediately following the December meeting all approved legislative position papers will be uploaded to our website and distributed to the legislators and other boards.

Our next meeting is Wednesday, December 20, 2017, to be held at the American Legion, Department of Virginia building in Richmond.

Respectfully submitted,

Marie Juliano  
Chairman

**ATTACHMENT 4**  
**VIRGINIA VETERANS SERVICES FOUNDATION**  
**REPORT TO THE**  
**BOARD OF VETERANS SERVICES**  
**November 16, 2017**

The Veterans Services Foundation (VSF) Board of Trustees has held two meetings since the last Board of Veterans Services (BVS) meeting on June 22, 2017. The VSF Board of Trustees met on August 10, 2017 and November 9, 2017, both meetings were held at the American Legion Department Headquarters.

The August 10, 2017 was the first Board of Trustees meeting for VVSF since the Foundation became a separate agency on July 1, 2017 and the Secretary of Veterans and Defense Affairs become a voting member of the Board of Trustees. Secretary John Harvey attended his “first and last meeting” in his official capacity under the new structure of the organization. Chairman Rich Schollmann paid tribute to Bill Lechler who passed away in early August. Bill served as a trustee on the VVSF Board for 9 years. He was a respected member and played an integral part in success and growth of VVSF in recent years. Senator Walter Stosch was appointed Finance Chair and Ms. Matice Wright as Finance Vice-Chair. Mr. Frank Finelli was appointed Development Chair and Mr. John Lesinski as Development Vice-Chair.

VVSF welcomed two new members to the Board at the November 9, 2017 meeting. Carlos Hopkins, the new Secretary of Veterans and Defense Affairs of the Commonwealth of Virginia and Marie Juliano, the newly elected Chairperson of the Joint Leadership Council (JLC). Both Secretary Hopkins and Marie Juliano will be valuable assets to the VSF Board.

Matt Leslie, Director of DVS Housing Development provided an informative report on the Homeless Veteran Fund. The Homeless Veteran Fund was started as new a pilot program in FY17. The immediate success of the program has resulted in a substantial increase in spending. During his presentation, Mr. Leslie provided detailed financial information requested by the trustees and an increase in spending for the Homeless Veteran Fund was approved. Annie Walker, Director of DVS Veterans Education Transition & Employment (VETE) gave a report on the Women Veterans Summit. Deputy Commissioner Combs discussed the DVS FY18 Projected Requirements and the Potential Donation Opportunities Initiative for the New Care Centers. After a lengthy discussion on the needs of DVS and how VVSF can sustain the funding, the trustees thought it would be beneficial to develop a comprehensive fundraising plan that involved the coordination and cooperation of both agencies. Meetings to discuss the potential plans between DVS and VVSF are currently being arranged. The trustees welcomed the information provided by Matt Leslie, Annie Walker and the Deputy Commissioner and appreciated the time and work they devote to each of the DVS programs supported by VVSF.

The first quarter report was approved by the trustees. As of September 30, 2017 VVSF had received donations totaling \$104,378.77. Overall individual donations are down. However, a recent donation of \$68,000.00 from Smithfield Foods and the donation from the Dominion Energy Charity Classic that was held October 19-22, 2017 will help substantially in FY18.

The next VSF Board meeting is scheduled for March 29, 2018.

Respectfully submitted,  
Rich Schollmann  
Virginia Veterans Services Foundation Chairman

## **ATTACHMENT 5**

### **Women Veterans Program Program Manager & Annual Conference**

**OBJECTIVE:** To establish a dedicated program within the Department of Veterans Services (DVS) to assist Virginia's women veterans.

**BACKGROUND:**

1. Over 100,000, or 14%, of Virginia's veterans are women. And the numbers are expected to grow.
2. Women veterans have unique needs and challenges and often approach their veteran status differently than their male counterparts.
3. Several states are moving to a model with dedicated staff or programs for their women veterans to better assist them with the particular issues they face.
4. The Board of Veterans Services' Women Veterans Work Group diligently researched this issue for six months and quickly reached their conclusion.
5. It is their recommendation that DVS create a Women Veterans Program Manager position within VETE, who will also oversee the annual Virginia Women Veterans Summit.

**DISCUSSION:**

1. The purpose of this position is to have one manager creating and overseeing a program specifically tailored to the needs of the growing women veteran population in Virginia.
2. This position will be instrumental in:
  - a. building strategic partnerships with other organizations and agencies at the state and federal levels working with women veterans—including cross-collaboration and referrals with sister DVS programs to build a solid internal and external structure increasing opportunities and resources for women veterans in Virginia, designing and facilitating workshops, roundtables and forums,
  - b. collecting relevant data, maintaining a resource database, and
  - c. coordinating the annual Virginia Women Veteran Summit.
3. This year the conference grew exponentially, with 450 registered participants and a wait list of 115 women! Funding is needed to continue the high-quality annual event Virginia women veterans have come to expect.

**RECOMMENDATION:**

That the Governor and General Assembly provide budget support, in the amount of \$224,000 in FY19 and in FY20, to establish a Women Veterans Program, to include a program coordinator and dedicated funds for the annual women's conference.

## **Director of Veteran Entrepreneurship**

**OBJECTIVE:** To establish a dedicated program within the Department of Veterans Services (DVS) to assist Virginia veteran entrepreneurs.

### **BACKGROUND:**

1. Entrepreneurship is the “third leg of the stool,” and a key part of implementing the Secretary’s and Governor’s vision for DVS 2.0 and Virginia veterans participating in the New Virginia Economy.
2. The Board of Veterans Services’ Veteran Entrepreneurship Work Group has been diligently researching this issue for a year. They worked with universities and held a public forum on entrepreneurship at George Mason University.
3. Their conclusion is there is not a lack of resources, but the lack of strategic coordination between various elements of the entrepreneurial ecosystems to cultivate and support successful veteran-owned businesses. The key is addressing entrepreneurial ecosystem development and increasing access to professional business mentorship and trained staff to connect veterans to those educational and financial resources.
4. It is their recommendation that DVS create positions within VETE to connect veterans to the programs and opportunities already in place through state, federal, nonprofit and other organizations.

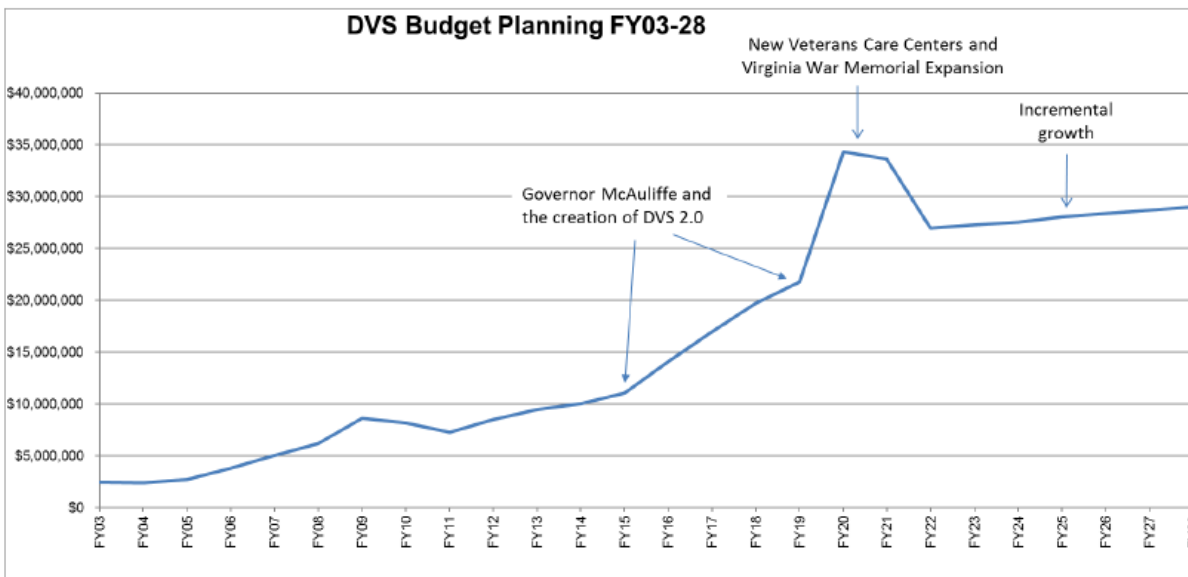
### **DISCUSSION:**

1. The recommendation is for 1 position: A Director of Veteran Entrepreneurship,
  - d. building strategic partnerships with state, federal, nonprofit and other organizations and agencies working with, or providing resources to, veterans.
  - e. cross-collaboration and referrals with sister DVS programs, especially VTAP, to build a solid internal and external structure increasing opportunities and resources for veterans to pursue entrepreneurship in Virginia and create successful, sustainable businesses,
  - f. designing and facilitating workshops, roundtables and forums, and
  - g. collecting relevant data, maintaining a resource database.
2. Director will also guide individual veterans through an assessment process, and then connect veterans to strategic partners for the educational, financial and networking services that they need.
3. This position will be akin to the Director of Housing Development (Matt Leslie) in pulling together resources to create focused attention for veterans.

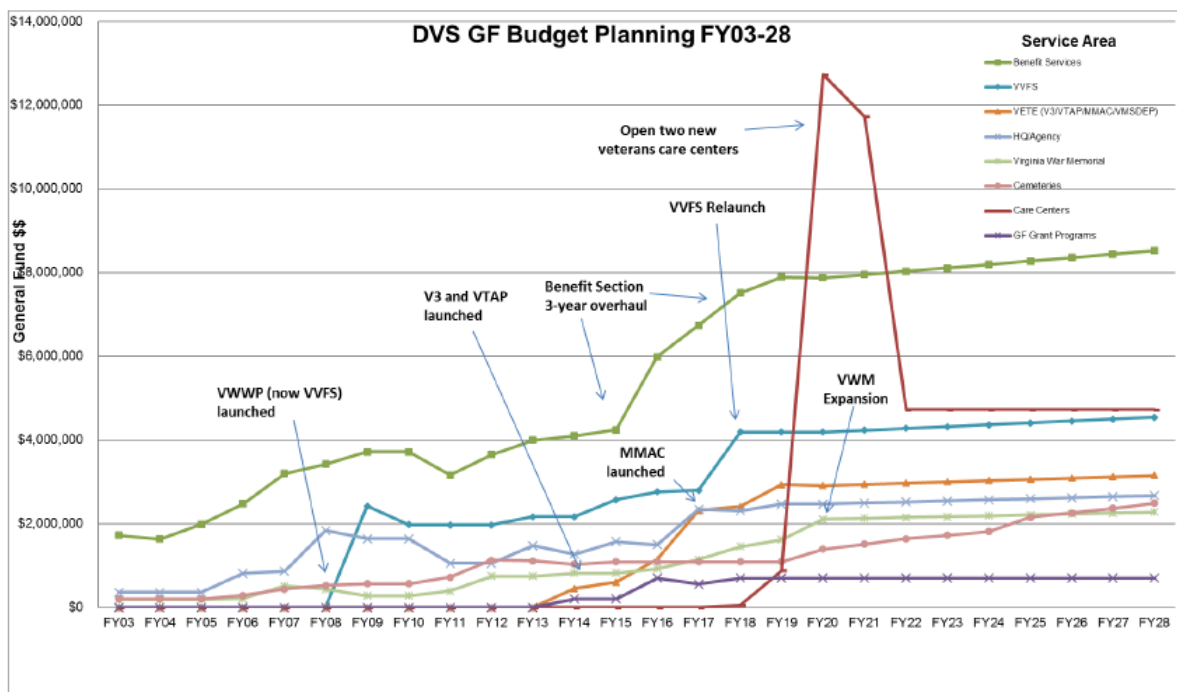
### **RECOMMENDATION:**

That the Governor and General Assembly provide 1 FTE and budget support, in the amount of \$119,871 in FY19 and in FY20 for a Director of Veteran Entrepreneurship.

**Chart 1**



**Chart 2**



## ATTACHMENT 6

### Election of New Vice Chair

#### Candidates:

Michael Dick  
Nick Kesler

### BVS By-Laws Article III – Officers

1. General: DVS shall provide staff to assist the Board in their administrative, planning and procedural duties.

The Board will elect a Chair and Vice-Chair from its membership. The DVS Commissioner is not eligible to serve as Chair.

2. Primary Duties of the Chair: Preside over all meetings and perform the duties required before, during and after to ensure a smooth, well-run meeting. The Chair will serve as an *ex officio* member of the Veterans Services Foundation (with voting privileges), the Joint Leadership Council of Veterans Service Organizations (with no voting privileges), and the Virginia War Memorial Board (with voting privileges). The Chair may designate a Board member to represent him/her at these meetings. The Chair shall appoint work groups, as needed, and in such a way as to allow the Board to fulfill its' powers and duties.
3. Additional Duties of the Chair: The Chair shall work closely with DVS staff and Board members on pre-meeting planning and preparations. Shall maintain communication with the Commissioner, and other DVS staff, on all budget, policy and strategic planning initiatives put forward by the Board. Shall meet with legislators, as needed, and represent the Board before the Virginia General Assembly. Shall coordinate with the DVS Commissioner, Deputy Commissioner and Director of Policy and Planning on long-term strategic planning and budgetary issues to maintain strong programs and services within DVS for Virginia's veterans. Shall maintain communication with each Board member and assign projects and duties as needed. Upon request of the Commissioner, the Chair shall write letters to communicate policy and budget initiatives affecting DVS and Virginia's veterans to legislators.
4. Primary Duties of the Vice Chair: In the absence of the Chair, preside at Board meetings; perform duties as assigned by the Chair; assume the responsibilities of the Chair in the event the Chair can no longer fulfill them; and assume the role of Chair for the remainder of the elected Chair's term, if necessary.
5. Term of Service: The Chair and Vice-Chair will serve a two-year term of office. The Chair and Vice-Chair are eligible for re-election, but can serve no more than two consecutive terms.
6. Elections: Candidates for office may either put their own name forward, or may be nominated by another member. Nominations will be made to the Chair, verbally or in writing, so that the nominees can be conveyed to the full Board at least 14 days prior to the meeting when elections will be held. Elections will be by voice vote during the first regularly scheduled meeting following July 1.

## **ATTACHMENT 7**

To: Chairman Jim Icenhour, Board of Veterans Services  
From: Veteran Entrepreneurship Working Group, Board of Veterans Services  
Date: November 16, 2017  
Subj: FINAL REPORT (PHASE IV) RECOMMENDATIONS FOR VETERAN  
ENTREPRENEURSHIP INITIATIVE SUPPORT STUDY

The Veteran Entrepreneurship Working Group conducted an analysis of potential recommendations related to Phase IV of the “Veteran Entrepreneurship Initiative Support Study” from June 19, 2017 to September 29, 2017. Phase IV took an assessment of all underlying research and analysis conducted during Phases I-III. The Working Group then outlined potential recommendations that addressed key aspects of developing a robust and sustainable entrepreneurial program to support Virginia’s veteran entrepreneurs and the growth of Virginia’s regional entrepreneurial ecosystems. Finally, the Working Group presents five core recommendations for the consideration of the Board of Veterans Services to recommend to Commissioner John L. Newby and Secretary Carlos Hopkins.

The working group concluded that there is a need for a phased-in approach to the Veterans Entrepreneurship Program. First, the VEP Director to lay the ground work and then lead coordination of developing partnerships and directing veteran entrepreneurs to resources. Through outreach and gathering data, the VEP Director will identify needs and gaps within the regional entrepreneurial ecosystems and develop action plans to support programs, policies, and where necessary, future legislation, including funding. The working group feels legislation should not be needed since all the pieces are in place.

### **RECOMMENDATIONS:**

1. Create a Veterans Entrepreneurship Program (VEP) within the Department of Veterans Services under the strategic guidance of the Veterans Education, Transition, and Employment (VETE) to support outreach and coordination with various elements of Virginia’s regional entrepreneurial ecosystems. This program should be funded with one (1) full-time employee who serves as the VEP Director.
2. The VEP Director should conduct research and outreach to propose the creation of a public-private partnership to support a Veteran Entrepreneur Mentorship Program (VEMP), to be coordinated by the VEP Director. As part of VTAP, transitioning military members identified in DOL/DOD TAP as interested in entrepreneurship and domiciled in Virginia upon transition should be matriculated into VEMP.
3. As access to capital is a major component of successfully starting a business, the VEP Director should conduct research and outreach to propose the creation of a public-private partnership to provide accredited channels for funding veteran-owned businesses.
4. The VEP Director should conduct a longitudinal study of veteran entrepreneurs and their associated businesses to identify both leading practices and needs/gaps associated with various elements of the regional entrepreneurial ecosystems.
5. Based on the longitudinal study, the VEP Director should identify and propose refinements to the VEP, particularly focused on developing action plans to expand leading practice programs and address needs/gaps associated with the various elements of the regional entrepreneurial ecosystems.



## ATTACHMENT 8



101 N. 14TH STREET, 17<sup>TH</sup> FL.  
RICHMOND, VA 23219

*James O. Icenhour, Jr.,  
Chairman*

*Richard Anderson  
Victor Angry  
Carl Bedell  
Paige Cherry  
Chris Chon  
Michael Dick, Vice Chair  
Joana C. Garcia  
William G. Haneke  
Susan B. Hippen  
Nick Kesler  
M. Lyla Kohistany  
Delegate Kathleen  
Murphy  
Belinda Pinckney  
Senator Bryce Reeves  
Frank Reyes  
Delegate Christopher P.  
Stolle  
Julie Waters  
Senator Jennifer Wexton  
Marie Juliano,  
Chairman, Joint  
Leadership Council of  
Veterans Service  
Organizations  
Rich Schollmann,  
Chairman, Veterans  
Services Foundation  
John L. Newby II,  
Commissioner of  
Veterans Services*

## COMMONWEALTH OF VIRGINIA BOARD OF VETERANS SERVICES

### POINTS OF CONTACT 2017-2018

BVS MEMBER	DVS DIRECTOR	SERVICE LINE
Jim Icenhour	Tina Parlett-Calhoun	Communications
Mike Dick (Education) Belinda Pinckney (Employment) Nick Kesler (Training & Entrepreneurship) Lyla Kohistany (Women Vets)	Annie Walker	VETE
Frank Reyes	Dan Kemano	Cemeteries
Chris Chon Carl Bedell	Tom Herthel	Benefits
Joana Garcia (Housing) Victor Angry (BH services) Paige Cherry (JIV) Julie Waters (Veterans & Arts)	Betty Ann Liddell	VVFS – BH & Housing
Bill Haneke Susan Hippen	Bill Van Thiel & Robyn Jennings	Care Centers
Frank Reyes	Technology	Lee Tinsley
Julie Waters	Clay Mountcastle	War Memorial
Del. Stolle, Del. Murphy, Sen. Reeves, Sen. Wexton	Carrie Ann Alford & Tammy Davidson	Policy & Budget

*Alternate to the JLC – Michael Dick  
Alternate to the WMB – Julie Waters  
Alternate to the VSF – Paige Cherry*